

Message Text

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62
ORIGIN AID-35

INFO OCT-01 ISO-00 NEA-10 EB-07 IGA-02 /055 R

DRAFTED BY COM/NE:JMACDONALD:RLB
APPROVED BY SER/COM:WCSCHMEISSER, JR.
COM/NE:RTLOOPER
COM/SE:DCOHEN
NE/ME:HPORTER
DESIRED DISTRIBUTION
3B ACTION CNE CHRON 3 8 INFO AG NE 10 C CMGT CPS CSE ENGR IIS COM 35P

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R 060234Z NOV 76
FM SECSTATE WASHDC
TO AMEMBASSY CAIRO

UNCLAS STATE 273809

AIDAC

E.O. 11652:N/A

TAGS:

SUBJECT:LOAN 263-027, IFB NO. 2, ITEM NO. 1-200 PICKUP
TRUCKS

1. AID/W RECEIVED VISIT BY REPRESENTATIVES OF GM WHO
ADVISED US THAT A L/C HAS BEEN OPENED IN THEIR FAVOR
BY EGICI.

2. BID ABSTRACT INDICATES THAT CHEVROLET MODEL CC30903
WAS SELECTED FOR ITEM NO. 1, SUBJECT IFB BY PURCHASER.
ALTHOUGH GMODC (GM OVERSEAS DISTRIBUTION CORPORATION)
MADE OFFER FOR THIS ITEM ON ITS OWN ACCOUNT, EGICI
(ENGINEERING GENERAL COMPANY) HAS INDICATED IN A RECENT
UNSOLICITED LETTER TO GMODC THAT IT HAS OPENED A L/C
IN FAVOR OF GMODC FOR SUBJECT VEHICLES AND THERE IS AN
IMPLICATION THAT EGICI INTENDS TO PLAY A PART IN THIS
TRANSACTION.

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3. THERE IS AN INTERNAL INCONSISTENCY BETWEEN THE BID

ABSTRACT AND THE AWARD SUMMARY SHEET. ALTHOUGH GMODC CLAIMS IT WAS BIDDING ON ITS OWN ACCOUNT AND THE BID ABSTRACT DOES NOT INDICATE ANYONE ELSE, THE AWARD SUMMARY SHEET INDICATES AWARD WAS MADE FOR ITEM NO. 1 TO EGICI.

SIMILARLY, REGARDING THE TRANSACTION IN WHICH NAAFCO WAS THE APPARENT LOW RESPONSIVE BIDDER FOR ITEM NO. 4, WE FIND ANOTHER COMPANY, TRACTOR AND ENGINEERING COMPANY, RECEIVING THE AWARD AND OPENING A L/C IN NAAFCO'S FAVOR.

4. UNCLEAR HERE AS TO EXACT ROLE BEING PLAYED BY EGICI AND TRACTOR ENGINEERING COMPANY IN THESE TRANSACTIONS. PLEASE CLARIFY

5. FYI : GM STATED THAT THEY PLAN TO HAVE THEIR ATHENS REPRESENTATIVE CONTACT THE SECRETARY OF THE AWARDS COMMITTEE TO DETERMINE EXACT STATUS OF AWARD. PENDING RESOLUTION OF THIS PROBLEM GMODC, WHILE ANXIOUS FOR THE BUSINESS AND THEREFORE DESIROUS TO NOT JEOPARDIZE THE OUTCOME, IS UNWILLING TO ACKNOWLEDGE EGICI AS THEIR AGENT. MOREOVER, GM HAS CERTAIN OBLIGATIONS TO ITS TWO NEWLY FRANCHISED DEALERS IN EGYPT AND HAS NO AGENCY OR OTHER RELATIONSHIP WITH EGICI AND DOES NOT WANT TO HAVE A RELATIONSHIP. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROCUREMENT, TRUCKS, LOANS
Control Number: n/a
Copy: SINGLE
Draft Date: 06 NOV 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE273809
Document Source: CORE
Document Unique ID: 00
Drafter: JMACDONALD:RLB
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760415-0200
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761173/aaaacilj.tel
Line Count: 85
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN AID
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: oatisao
Review Comment: n/a
Review Content Flags:
Review Date: 26 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 JUL 2004 by schwenja>; APPROVED <23 AUG 2004 by oatisao>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: LOAN 263-027, IFB NO. 2, ITEM NO. 1-200 PICKUP TRUCKS
TAGS: EAID, ELTN, US, EG, GM
To: CAIRO
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006